



Notice of Intent to Award

Solicitation Number	396471	Award Date	7/9/2025 8:37 PM CDT
Solicitation Title	Docked Bikeshare Mobility Systems		
Buyer Name	Daniel Drumwright	Buyer Email	Daniel.Drumwright2@nashville.gov
BAO Rep	Christopher Wood	BAO Email	Christopher.Wood@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	Bicycle Transit Systems, Inc	Company Contact	Allison Cohen
Street Address	2800 S. 20th St. Suite 6A, 1st Floor		
City	Philadelphia	State	PA
		Zipcode	19145

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

☐ Yes, the EBO Program is applicable.

☒ No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

☐ Yes, monthly reporting is applicable.

☒ No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

 Supervisor (Initial)

Dennis Rowland
Dennis Rowland
Purchasing Agent & Chief Procurement Officer

RFQ 396471 Docked Bikeshare Mobility Systems Evaluation Team/Review Board Score Sheet		
Offeror	Bicycle Transit Systems, Inc	Drop Mobility
Contract Acceptance	Yes	Yes
Management Plan and Approach (30 Points)	26.00	19.00
Connectivity Improvements and Expansion of Services Downtown and Countywide (55 Points)	50.00	42.00
Technical Approach (20 Points)	11.00	7.00
Total Evaluation Scores	87.00	68.00

Evaluation Comments

Bicycle Transit Systems, Inc
Strengths Provided a detailed demonstrating an understanding of the scope requirements and specifications. Provided a detailed outline firm's data sharing capabilities. Described in detail firm's ability to provide annual reports of system trips categorized by various demographics. Detailed firm's ability to provide an analysis of performance for proposed solution. Provided a detailed overview of data that will be available to all stakeholders. Provided a detailed description of docked bikeshare system including bicycles, payment kiosks, attached wayfinding, software, web, and data service. Provided a detailed description of deployment plan. Provided a breakdown of all pricing/memberships/cost options to consumers and a detailed description of these options. Provided a detailed infrastructure description that includes installation, relocation, and maintenance details for all possible shared mobility device locations. Provided a detailed description for the proposed user platform that details scheduling and reserving vehicles. Provided a detailed description of firm's business planning for funding the project with an outline to address capital financing, asset ownership, revenue distribution, insurance livability and risk. Provided a detailed description of firm's use of geofencing technology, including how it will be utilized to adhere to Transportation Licensing Commish's (TLC) guidelines. Provided a detailed description of your firm's Operating Plan. Detailed plan for site assessment and customer feedback. Detailed firm's proposed maintenance plan, service intervals, and emergency response. Provided details on how firm will execute local and remote staffing. Provided a detailed description of the cost for a privately owned developer to install and fully fund a docked bikeshare station. Provided a detailed description of firm's rebalancing protocols for the products. Provided a detailed account of firm will provide regularly scheduled and on demand data reports to Metro. Detailed firm's Expansion Plan for this project. Detailed proposed solution's ability to integrate with other entities/products such as WeGo Public Transit's Quick Ticket system, the Transit application, and college ID's/passes. Detailed how proposed solution will help to serve socio-economically disadvantaged communities and prioritize equality. Proposed fee structure paid to Metro on a monthly or annual basis in addition to shared revenue created by the docked shared mobility system based on scope. Detailed proposed revenue shared with Metro from the use of the system and sponsorships. Detailed firm's Contracting and Employment Outreach Plan, including marketing and program, monthly reports analyzing marketing relevant demographics, strategies recognizing relations crisis, advertising on local networks, Public/Private partnership engagement plan., memberships to businesses/organizations, work with Metro Parks and WeGo to explore and support connectivity to parks, transit stops, and other major attractions around Nashville. Provided a detailed plan for workforce development and employment opportunities for residents of Nashville.
Weaknesses Lack of detail on ability to provide analysis of performance for Demographic Disparities in Service. Lack of clarity related to the operational roles between "kiosks" and "stations". Provided a limited verifiable market presence. Limited detail related to expansion to locations aligning with Metro and NDOT plans. Proposed Fee and Revenue Sharing with the Metro section failed to adhere to formatting requirements. Lack of clarity on funding support for utilization of "kiosks" and/or "stations".

Drop Mobility
Provided a detailed demonstrating an understanding of the scope requirements and specifications. Described in detail firm's ability to provide annual reports of system trips categorized by various demographics. Detailed firm's ability to provide an analysis of performance for proposed solution. Provided a detailed overview of data that will be available to all stakeholders. Provided a detailed description of docked bikeshare system including bicycles, payment kiosks, attached wayfinding, software, web, and data service. Provided a breakdown of all pricing/memberships/cost options to consumers and a detailed description of these options. Provided a detailed infrastructure description that includes installation, relocation, and maintenance details for all possible shared mobility device locations. Provided a detailed description for the proposed user platform that details scheduling and reserving vehicles. Provided a detailed description of your firm's Operating Plan. Detailed plan for site assessment and customer feedback. Detailed firm's proposed maintenance plan, service intervals, and emergency response. Provided details on how firm will execute local and remote staffing. Provided a detailed description of firm's rebalancing protocols for the products. Provided a detailed account of firm will provide regularly scheduled and on demand data reports to Metro. Detailed firm's Expansion Plan for this project. Detailed proposed solution's ability to integrate with other entities/products such as WeGo Public Transit's Quick Ticket system, the Transit application, and college ID's/passes. Detailed how proposed solution will help to serve socio-economically disadvantaged. Detailed firm's Contracting and Employment Outreach Plan, including marketing and program, monthly reports analyzing marketing relevant demographics, strategies recognizing relations crisis, advertising on local networks, Public/Private partnership engagement plan, memberships to businesses/organizations, work with Metro Parks and WeGo to explore and support connectivity to parks, transit stops, and other major attractions around Nashville. Provided a detailed plan for workforce development and employment opportunities for residents of Nashville.
Weaknesses Proposed deployment plan's timeline is too extended and unfavorable for Metro's needs. Proposed geofencing technology does not include product disabling ("No Ride" zones) capability and fails to meet all Transportation Licensing Commish's (TLC) guidelines. Lack of details related to firm's data sharing capabilities with Metro. Lack of detail related to firm's Expansion Plan and specificity to the Nashville market. Proposed launch size not designed to meet Metro's visions. Proposed Expansion Plan relies on Metro investment, but the scope of work specifically states Metro funds are not to considered for this project. The proposed funding source is unstable, lacks long-term security, and presents significant risk to the project's execution. Proposed plan includes no identified sponsorship sources. Proposed Fees and Revenue Plan includes reliance on Metro's reinvestment.